6/6/88 A6376-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

# news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
1300 Executive Center Drive, Suite 115, Tallahassee, Florida 32301

FOR RELEASE: IMMEDIATELY

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## APRIL 1988 SALES FOR COMMERCIAL HEAT TREATERS EXCEED APRIL 1987 BY 8.0%

April billings reached $46.8 million compared to $43.3 million in April 1987.

For the first four months of 1988, sales amounted to $192.2 million, up 12.1% from the same period in 1987 when billings reached $171.5 million.

Eight out of nine MTI districts improved their performance over April 1987, and all nine districts surpassed their sales mark for the January-April period of 1987.

A summary of percentage change by geographic regions follows:

| | District | Apr 88 vs. Apr 87 | Total 1988 vs. 1987 |
|---|---|---|---|
| 1 | New England (MA-RI-CT) | - 1.4 | 0.9 |
| 2 | Middle Atlantic (NY-NJ-E.PA-MD) | 2.5 | 9.8 |
| 3 | South Central (W.PA-OH-IN-KY) | 6.9 | 8.7 |
| 4 | Michigan | 2.8 | 2.0 |
| 5 | Southeast (VA-NC-SC-GA-AL-TN-FL) | 7.3 | 8.9 |
| 6 | North Central (IL-WI-MN-MO-IA) | 10.4 | 23.8 |
| 7 | Pacific Coast (CA-AZ-ORE-WASH) | 6.1 | 5.2 |
| 8 | Southwest (TX-OK-AR-CO-LA-UT) | 54.6 | 52.6 |
| 9 | Canada | 4.4 | 12.3 |

6/6/88 A6376-1

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

APRIL, 1988

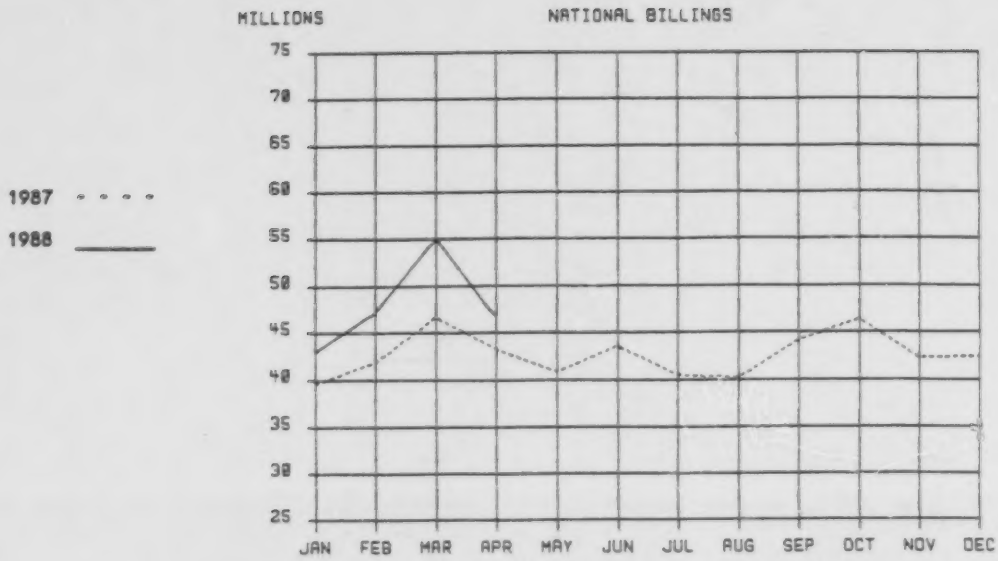
BILLINGS FOR MONTH

| | Total Members1 | Billings For Month -In Thousands- | | | Monthly % Of Billings | |
|---|---|---|---|---|---|---|
| | | 1987 | 1988 | % | 1987 | 1988 |
| Total | 317 | 43302.8 | 46780.8 | 8.0 | 100.0 | 100.0 |
| Dist. 1 | 19 | 3312.1 | 3265.1 | - 1.4 | 7.6 | 7.0 |
| Dist. 2 | 42 | 4508.6 | 4619.8 | 2.5 | 10.4 | 9.9 |
| Dist. 3 | 61 | 7784.6 | 8319.0 | 6.9 | 18.0 | 17.8 |
| Dist. 4 | 32 | 5799.5 | 5963.7 | 2.8 | 13.4 | 12.7 |
| Dist. 5 | 24 | 2354.2 | 2525.5 | 7.3 | 5.4 | 5.4 |
| Dist. 6 | 50 | 7396.7 | 8167.0 | 10.4 | 17.1 | 17.5 |
| Dist. 7 | 34 | 5755.0 | 6104.6 | 6.1 | 13.3 | 13.0 |
| Dist. 8 | 22 | 2279.1 | 3523.2 | 54.6 | 5.3 | 7.5 |
| Dist. 9 | 23 | 4112.8 | 4292.9 | 4.4 | 9.5 | 9.2 |
| Foreign | 10 | | | | | |

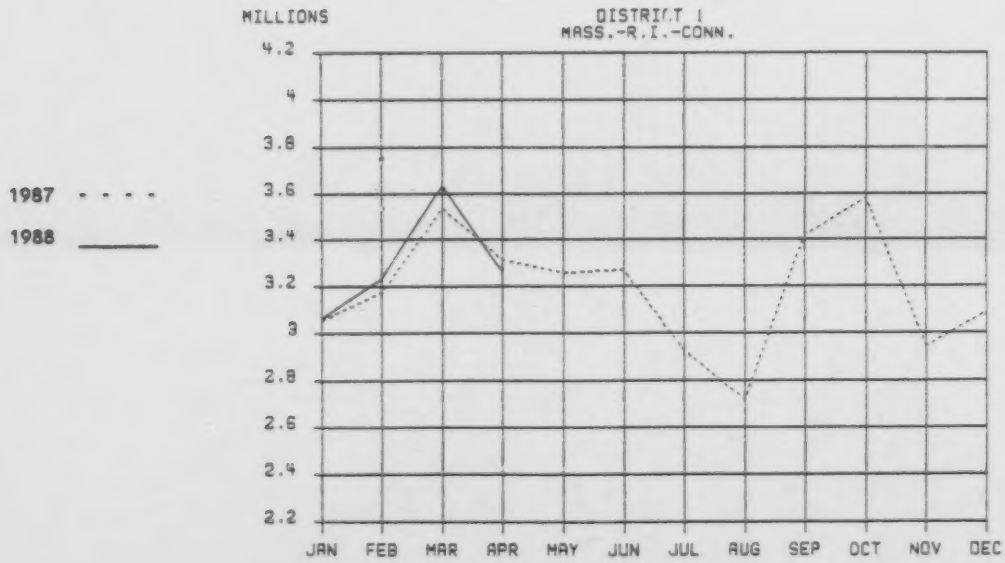
BILLINGS TO DATE

| | Billings To Date -In Thousands- | | | To Date % Of Billings | |
|---|---|---|---|---|---|
| | 1987 | 1988 | % | 1987 | 1988 |
| Total | 171534.4 | 192212.4 | 12.1 | 100.0 | 100.0 |
| Dist. 1 | 13083.0 | 13201.6 | 0.9 | 7.6 | 6.9 |
| Dist. 2 | 17101.7 | 18775.5 | 9.8 | 10.0 | 9.8 |
| Dist. 3 | 30868.8 | 33557.2 | 8.7 | 18.0 | 17.5 |
| Dist. 4 | 23774.9 | 24257.5 | 2.0 | 13.9 | 12.6 |
| Dist. 5 | 9458.1 | 10295.5 | 8.9 | 5.5 | 5.4 |
| Dist. 6 | 29892.0 | 37020.5 | 23.8 | 17.4 | 19.3 |
| Dist. 7 | 22808.9 | 23990.6 | 5.2 | 13.3 | 12.5 |
| Dist. 8 | 8799.8 | 13430.6 | 52.6 | 5.1 | 7.0 |
| Dist. 9 | 15747.2 | 17683.5 | 12.3 | 9.2 | 9.2 |

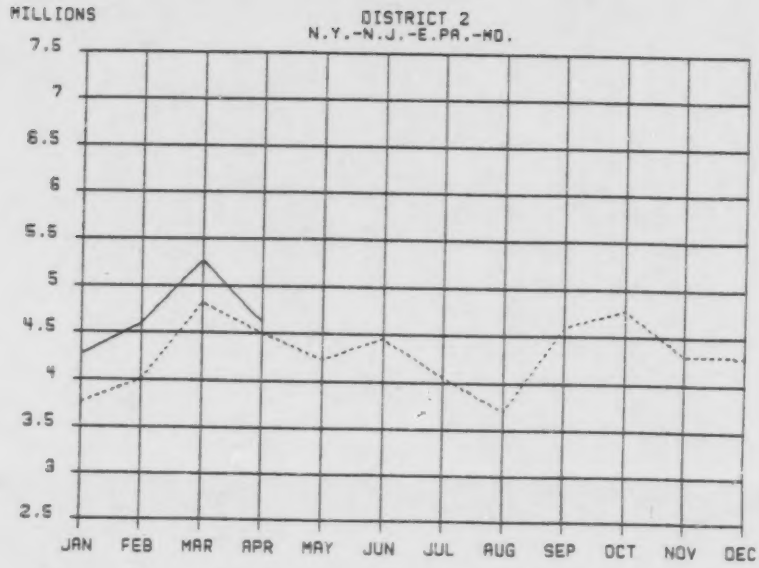
1 Total MTI membership including firms that do not participate in monthly analysis. Updated: 5/87




| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 8.6 | 12.9 | 17.9 | 3.0 | | | | | | | | |
| % Change | Cumulative | 8.6 | 10.8 | 13.4 | 12.1 | | | | | | | | |



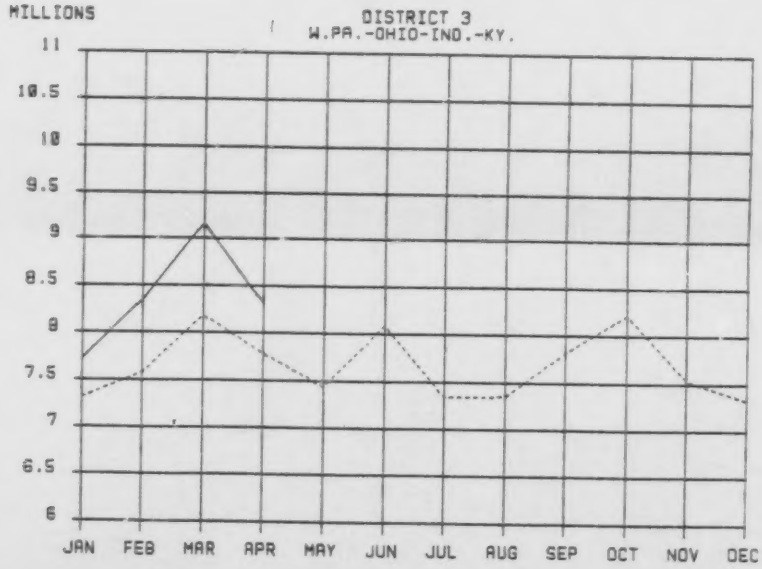

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 0.4 | 1.9 | 2.7 | -1.4 | | | | | | | | |
| % Change | Cumulative | 0.4 | 1.1 | 1.7 | 0.9 | | | | | | | | |




1987 - - - -

1988 ———

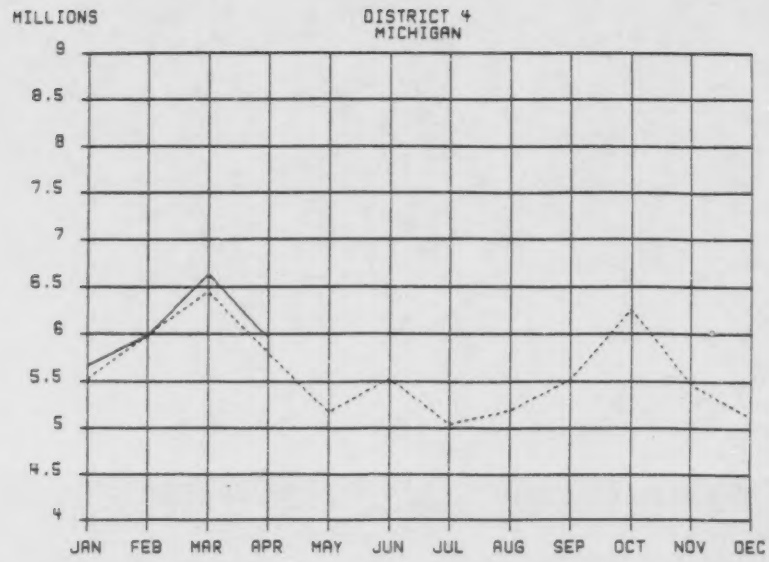
| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 13.5 | 14.9 | 9.5 | 2.5 | | | | | | | | |
| % Change | Cumulative | 13.5 | 14.2 | 12.4 | 9.8 | | | | | | | | |



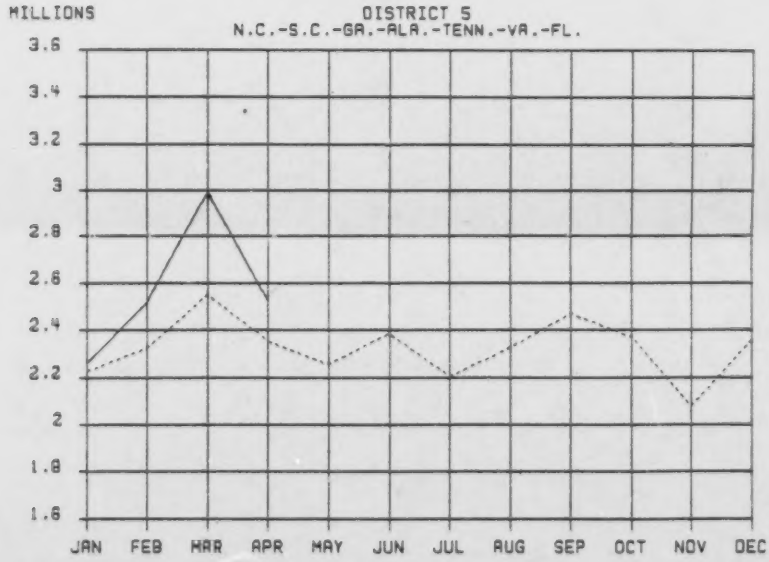

1987 - - - -

1988 ———

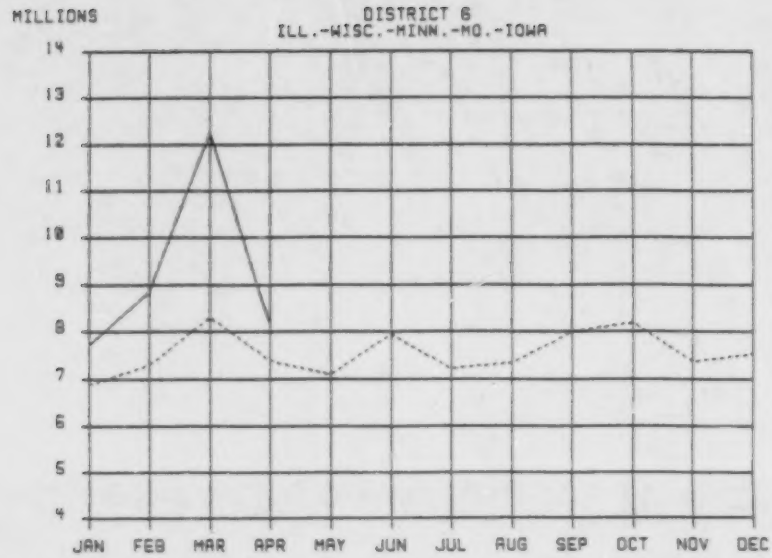
| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 5.6 | 10.1 | 11.9 | 6.9 | | | | | | | | |
| % Change | Cumulative | 5.6 | 7.9 | 9.3 | 8.7 | | | | | | | | |




| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 2.6 | -0.3 | 3.0 | 2.8 | | | | | | | | |
| % Change | Cumulative | 2.6 | 1.1 | 1.8 | 2.0 | | | | | | | | |



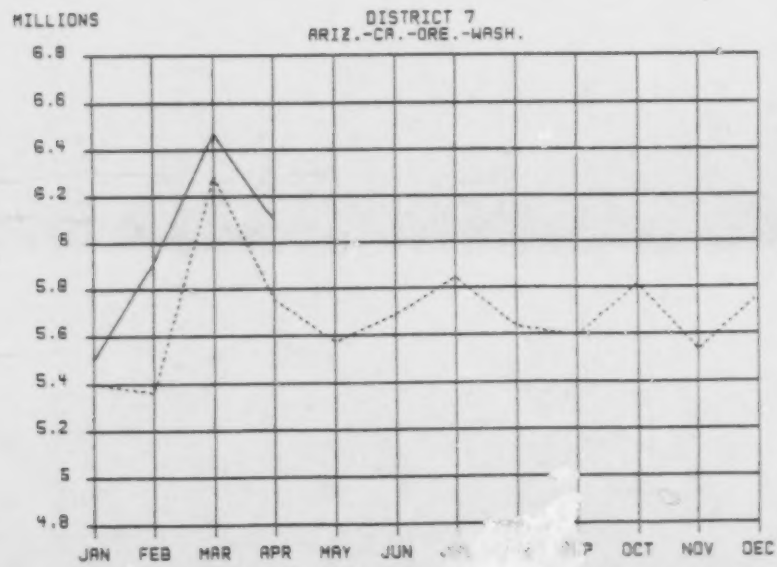

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 1.5 | 8.3 | 17.3 | 7.3 | | | | | | | | |
| % Change | Cumulative | 1.5 | 5.0 | 9.4 | 8.9 | | | | | | | | |




1987 - - - -

1988 ———

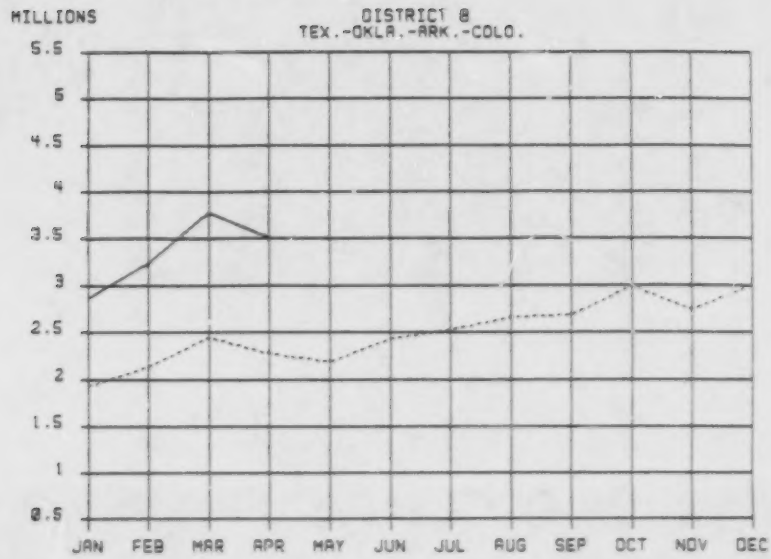
| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 12.3 | 21.2 | 47.6 | 10.4 | | | | | | | | |
| % Change | Cumulative | 12.3 | 16.9 | 28.3 | 23.8 | | | | | | | | |




1987 - - - -

1988 ———

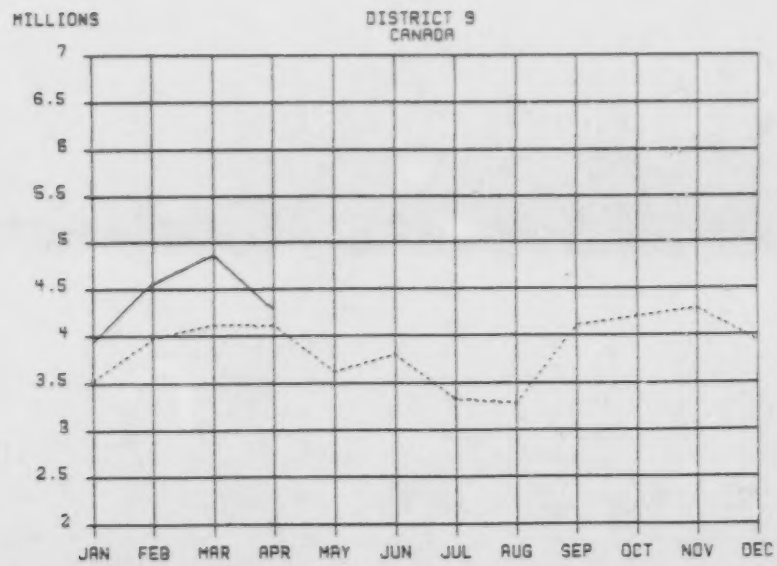
| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 1.8 | 10.3 | 2.9 | 6.1 | | | | | | | | |
| % Change | Cumulative | 1.8 | 6.0 | 4.9 | 5.2 | | | | | | | | |




1987 - - - -

1988 ———

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 48.9 | 51.9 | 54.4 | 54.6 | | | | | | | | |
| % Change | Cumulative | 48.9 | 50.4 | 51.9 | 52.6 | | | | | | | | |




1987 - - - -

1988 ———

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 11.9 | 14.8 | 18.1 | 4.4 | | | | | | | | |
| % Change | Cumulative | 11.9 | 13.4 | 15.1 | 12.3 | | | | | | | | |

6/27/88 A 6376-1

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# news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
300 N. 2nd Street, Suite 11, Jacksonville Beach, Florida 32250

FOR RELEASE: IMMEDIATELY

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## METAL TREATERS POST 17.3% INCREASE IN SALES OVER MAY 1987

May 1988 billings totaled $47.5 million, up substantially over the May 1987 figure of $40.4 million.

For the year-to-date, sales amount to $236.3 million. This is 12.3% above the same period in 1987 when billings amounted to $210.5 million.

Eight out of nine MTI districts improved their performance over May 1987 and topped their sales mark for the January-May period of 1987.

A summary of percentage change by geographic regions follows:

| | District | May 88 vs. May 87 | Total 1988 vs. 1987 |
|---|---|---|---|
| 1 | New England (MA-RI-CT) | - 2.5 | - 0.1 |
| 2 | Middle Atlantic (NY-NJ-E.PA-MD) | 17.9 | 11.4 |
| 3 | South Central (W.PA-OH-IN-KY) | 13.4 | 10.8 |
| 4 | Michigan | 15.4 | 4.4 |
| 5 | Southeast (VA-NC-SC-GA-AL-TN-FL) | 17.9 | 10.6 |
| 6 | North Central (IL-WI-MN-MO-IA) | 23.4 | 18.9 |
| 7 | Pacific Coast (CA-AZ-ORE-WASH) | 8.1 | 5.7 |
| 8 | Southwest (TX-OK-AR-CO-LA-UT) | 50.9 | 50.1 |
| 9 | Canada | 29.0 | 15.0 |

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

MAY, 1988

BILLINGS FOR MONTH

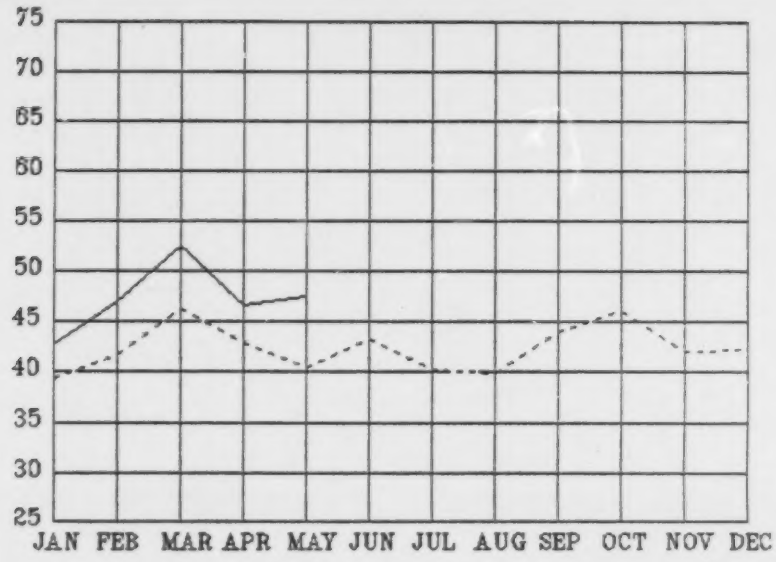
| | Total Members1 | Billings For Month -In Thousands- | | | Monthly % Of Billings | |
|---|---|---|---|---|---|---|
| | | 1987 | 1988 | % | 1987 | 1988 |
| Total | 317 | 40425.9 | 47511.0 | 17.5 | 100.0 | 100.0 |
| Dist. 1 | 19 | 3257.6 | 3177.7 | - 2.5 | 8.1 | 6.7 |
| Dist. 2 | 42 | 4233.3 | 4991.1 | 17.9 | 10.5 | 10.5 |
| Dist. 3 | 61 | 7045.3 | 7987.1 | 13.4 | 17.4 | 16.8 |
| Dist. 4 | 32 | 5173.0 | 5967.4 | 15.4 | 12.8 | 12.6 |
| Dist. 5 | 24 | 2256.4 | 2659.4 | 17.9 | 5.6 | 5.6 |
| Dist. 6 | 50 | 7102.7 | 8768.1 | 23.4 | 17.6 | 18.5 |
| Dist. 7 | 34 | 5575.1 | 6029.3 | 8.1 | 13.8 | 12.7 |
| Dist. 8 | 22 | 2159.2 | 3258.0 | 50.9 | 5.3 | 6.9 |
| Dist. 9 | 23 | 3623.2 | 4672.8 | 29.0 | 9.0 | 9.8 |
| Foreign | 10 | | | | | |

BILLINGS TO DATE

| | Billings To Date -In Thousands- | | | To Date % Of Billings | |
|---|---|---|---|---|---|
| | 1987 | 1988 | % | 1987 | 1988 |
| Total | 210460.0 | 236287.0 | 12.3 | 100.0 | 100.0 |
| Dist. 1 | 16340.6 | 16322.1 | - 0.1 | 7.8 | 6.9 |
| Dist. 2 | 21335.1 | 23766.5 | 11.4 | 10.1 | 10.1 |
| Dist. 3 | 36537.8 | 40476.8 | 10.8 | 17.4 | 17.1 |
| Dist. 4 | 28947.9 | 30224.9 | 4.4 | 13.8 | 12.8 |
| Dist. 5 | 11714.4 | 12960.2 | 10.6 | 5.6 | 5.5 |
| Dist. 6 | 36994.7 | 44001.5 | 18.9 | 17.6 | 18.6 |
| Dist. 7 | 28384.0 | 29995.9 | 5.7 | 13.5 | 12.7 |
| Dist. 8 | 10835.1 | 16266.0 | 50.1 | 5.1 | 6.9 |
| Dist. 9 | 19370.4 | 22273.2 | 15.0 | 9.2 | 9.4 |

1 Total MTI membership including firms that do not participate in monthly analysis. Updated: 5/87

MILLIONS NATIONAL BILLINGS

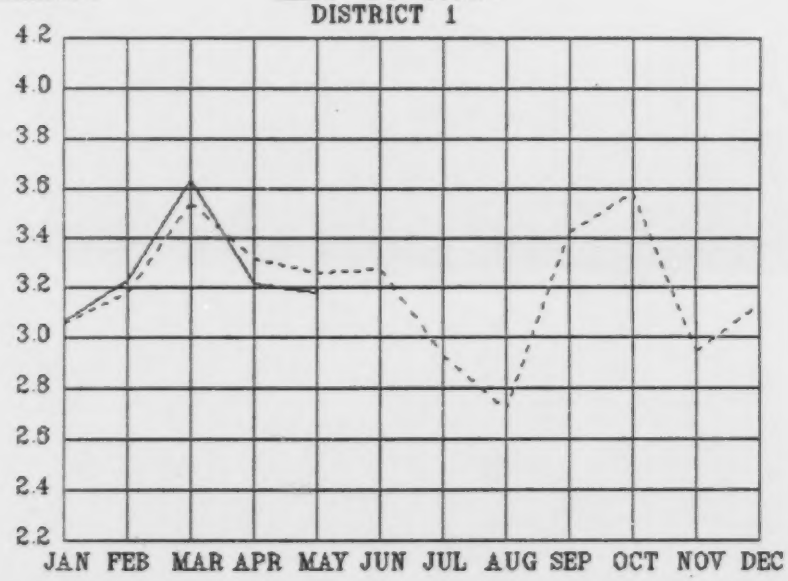



1987 - - - -

1988 ———

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 8.5 | 13.0 | 13.4 | 8.8 | 17.5 | | | | | | | |
| % Change | Cumulative | 8.5 | 10.8 | 11.8 | 11.0 | 12.3 | | | | | | | |

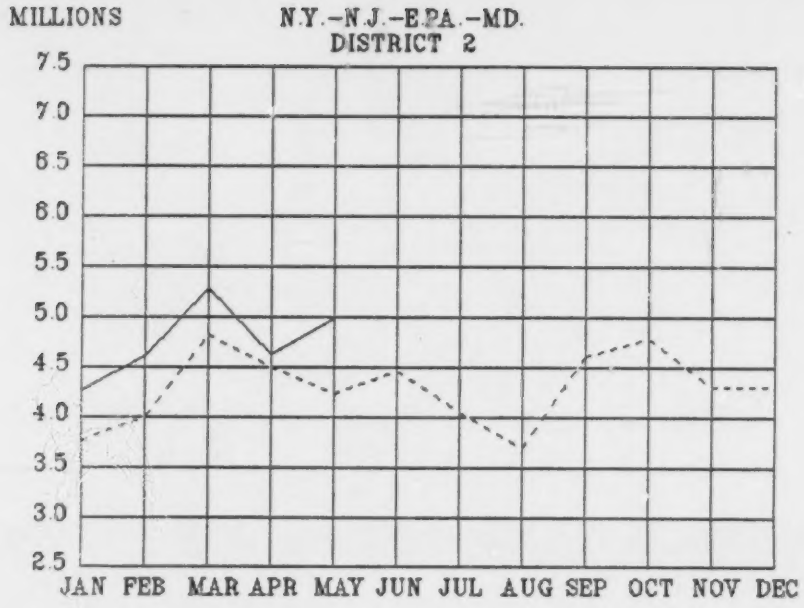
MILLIONS MASS.-R.I.-CONN. DISTRICT 1



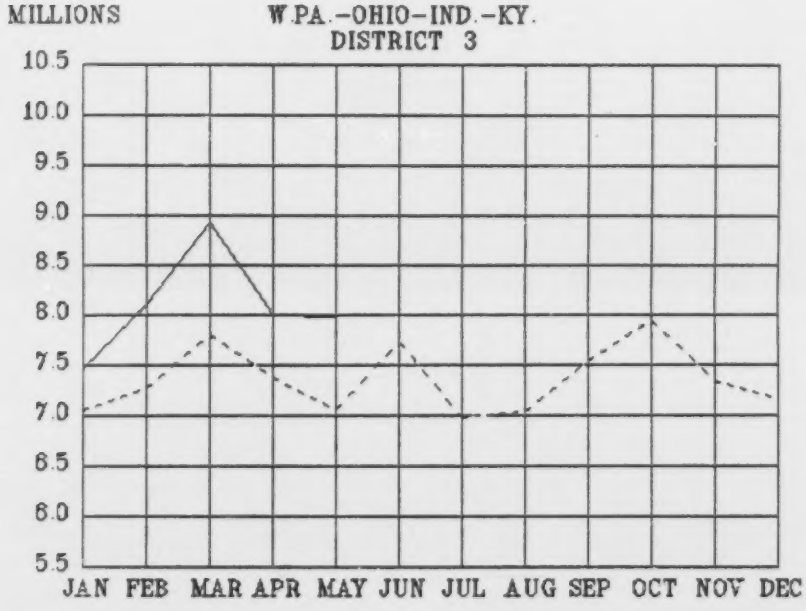

1987 - - - -

1988 ———

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 0.4 | 1.6 | 2.6 | -2.9 | -2.5 | | | | | | | |
| % Change | Cumulative | 0.4 | 1.0 | 1.6 | 0.5 | -0.1 | | | | | | | |




| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 13.5 | 14.9 | 9.5 | 2.5 | 17.9 | | | | | | | |
| % Change | Cumulative | 13.5 | 14.2 | 12.4 | 9.8 | 11.4 | | | | | | | |




| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 5.8 | 11.5 | 14.4 | 8.5 | 13.4 | | | | | | | |
| % Change | Cumulative | 5.8 | 8.7 | 10.7 | 10.2 | 10.8 | | | | | | | |